

Massachusetts Division of Insurance  
Annual Report of Membership  
in Small Group Health Insurance Plans <sup>1</sup>  
as of December 31, 2004

	<b>COVERED LIVES HEALTH MAINTENANCE ORGANIZATIONS (WITH 2004 MEMBERSHIP ACCORDING TO 2004 ANNUAL REPORTS)</b>	<b>ANNUAL 2003 COVERED LIVES</b>	<b>ANNUAL 2004 COVERED LIVES</b>	<b>2003 - 2004 CHANGE COVERED LIVES</b>	<b>2003 MARKET SHARE</b>	<b>2004 MARKET SHARE</b>
<b>1</b>	<b>Aetna Health Inc.</b>	5,575	3,019	(2,556)	0.7%	0.4%
<b>2</b>	<b>Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. <sup>2</sup></b>	214,457	249,671	35,214	28.0%	32.3%
<b>3</b>	<b>CIGNA HealthCare of Massachusetts, Inc. <sup>3,4</sup></b>	14,611	1,906	(12,705)	1.9%	0.2%
<b>4</b>	<b>ConnectiCare of Massachusetts, Inc.</b>	5,483	7,710	2,227	0.7%	1.0%
<b>5</b>	<b>Fallon Community Health Plan, Inc.</b>	34,274	34,941	667	4.5%	4.5%
<b>6</b>	<b>Harvard Pilgrim Health Care, Inc.</b>	161,667	171,516	9,849	21.1%	22.2%
<b>7</b>	<b>Health New England, Inc.</b>	29,049	25,992	(3,057)	3.8%	3.4%
<b>8</b>	<b>Neighborhood Health Plan, Inc.</b>	7,522	8,072	550	1.0%	1.0%
<b>9</b>	<b>Tufts Associated Health Maintenance Organization, Inc. <sup>5</sup></b>	182,752	157,202	(25,550)	23.9%	20.3%
<b>10</b>	<b>UnitedHealthcare of New England, Inc.</b>	16,401	15,201	(1,200)	2.1%	2.0%
	<b>TOTALS:</b>	<b>671,791</b>	<b>675,230</b>	<b>3,439</b>	<b>87.7%</b>	<b>87.4%</b>

<sup>1</sup> Based on the 2004 Small Group Annual Reports currently on file with the Division.

<sup>2</sup> Formerly a line of business of Blue Cross and Blue Shield of Massachusetts, Inc. ("BCBSMA"). Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. was created as a separate corporate entity for BCBCMA's HMO line of business effective January 1, 2005.

<sup>3</sup> As of 1/1/99, CIGNA HealthCare of Massachusetts, Inc., Healthsource Massachusetts, Inc. and Healthsource New Hampshire, Inc. merged their Massachusetts HMO operations under one license for CIGNA HealthCare of Massachusetts, Inc., doing business as Healthsource Massachusetts. Beginning with the 1999 annual report, the membership is reflected under the name CIGNA HealthCare of Massachusetts, Inc.

<sup>4</sup> CIGNA HealthCare of Massachusetts, Inc. notified the Division in 2004 that it would nonrenew all of its small group health plans beginning January 1, 2005.

<sup>5</sup> Doing business as Tufts Associated Health Plan and as Tufts Health Plan.